

QUESTIONNAIRE FOR U.S. PURCHASERS OF WORSTED WOOL FABRICS*Return completed questionnaire to:***UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Industries, Room 500-I,
500 E Street SW, Washington, DC 20436
Fax: 202-205-2150

So as to be received by the Commission by no later than April 30, 2004

The information called for in this questionnaire is for use by the U.S. International Trade Commission in connection with its investigation No. 332-429, *U.S. Market Conditions for Certain Wool Articles*, under section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332(g)), notice of which was published in the *Federal Register* of January 24, 2003. The information requested is needed to supplement data available from other sources and is required under the authority of section 332(g) of the Tariff Act of 1930. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as described in the certification paragraph below and on page 2 of this questionnaire, and as may be required by law. See further discussion on Commission treatment of confidential business information on page 2 of this questionnaire.

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm purchased worsted wool fabrics containing 85 percent or more by weight of wool, suitable for use in men's and boys' suits, suit-type jackets, and trousers, since January 1, 2003?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Complete all parts of the questionnaire, sign the certification below, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements. The undersigned also acknowledges that some or all of the information submitted may be included in the confidential reports that the Commission sends to the United States Trade Representative (USTR) in this investigation. USTR has stated that it will provide copies of the Commission's confidential reports to the U.S. Department of Commerce.

*Name and Title of Authorized Official*_____
*Date*_____
Signature of Authorized Official

() _____

Phone

() _____

Fax

GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS

BACKGROUND.—The information requested in this questionnaire is for use by the Commission in its investigation on *U.S. Market Conditions for Certain Wool Articles*, requested by the United States Trade Representative (USTR) on December 23, 2002. As requested by the USTR, the Commission will provide information on U.S. market conditions, including domestic demand, supply, and production for men's and boys' worsted wool suits, suit-type jackets, and trousers; worsted wool fabrics and yarn used in the manufacture of such clothing; and wool fibers used to make such fabrics and yarn. Also as requested by the USTR, the Commission will provide data on:

- (1) increases or decreases in sales and production of the subject domestically-produced worsted wool fabrics;
- (2) increases or decreases in domestic production and consumption of the subject apparel items;
- (3) the ability of domestic producers of the subject worsted wool fabrics to meet the needs of domestic manufacturers of the subject apparel items in terms of quantity and ability to meet market demands for the apparel items;
- (4) sales of the subject worsted wool fabrics lost by domestic manufacturers to imports benefitting from the temporary duty reductions on wool fabrics provided for in headings 9902.51.11 and 9902.51.12 of the Harmonized Tariff Schedule of the United States (see "Definitions" on the following page for a description of these fabrics);
- (5) loss of sales by domestic manufacturers of the subject apparel items related to the inability to purchase adequate supplies of the subject worsted wool fabrics on a cost competitive basis; and
- (6) the price per square meter of imports and domestic sales of the subject worsted wool fabrics.

NONDISCLOSURE OF CONFIDENTIAL BUSINESS INFORMATION.—The commercial and financial data furnished in response to this questionnaire that reveal the individual operations of your firm will be treated as confidential business information by the Commission to the extent that such data are not otherwise available to the public and will not be published in a manner that will reveal the individual operations of your firm and will not be disclosed except as may be required by law. Section 332(g) of the Tariff Act of 1930 provides that the Commission may not release information that qualifies as confidential business information (under Commission Rule 201.6 (19 CFR § 201.6)) unless the party submitting the confidential business information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. Some or all of the confidential business information that you provide in response to this questionnaire may be included in the confidential reports that the Commission sends to USTR in this investigation. USTR has stated that it will provide copies of the Commission's confidential reports to the U.S. Department of Commerce. USTR requested that the Commission issue public versions of the reports, with any business confidential information deleted.

FOR FURTHER INFORMATION. – Contact **Jackie W. Jones** (202-205-3466; jones@usitc.gov) or **Laura V. Rodriguez** (202-205-3499; lrodriguez@usitc.gov) of the Commission's Office of Industries. Written inquiries may be mailed to the address on the front page of this questionnaire. For additional copies of this form, you may contact Jackie Jones or Laura Rodriguez, use photocopies of this form, or download a copy from the Commission's website at <http://www.usitc.gov>. Hearing-impaired persons can obtain information on this matter by contacting the Commission's TDD terminal on 202-205-1810.

GENERAL INSTRUCTIONS

1. Please prepare one questionnaire for all of your manufacturing establishments located in the United States, including those operated by your firm or wholly owned subsidiaries of your firm, that produce men's and boys' worsted wool suits, suit-type jackets, and trousers (as defined below).
2. **Answer all questions.** If the answer to any question is "zero," so state; if it is not available, indicate "N/A" rather than leave the space blank. If the information requested is not readily available from your records, please furnish carefully prepared estimates--designated as such by the letter "E"--and explain the basis for your estimation. Any necessary comments or explanations should be supplied in the space provided or on separate sheets attached to the appropriate page of the questionnaire.
3. Please use **linear yards** when providing data for worsted wool fabrics in quantity terms.

DEFINITIONS

1. **Firm.**--An individual proprietorship, partnership, joint venture, association, corporation (including all divisions, any subsidiary corporations, and parent corporations), business trust, cooperative, trustees in bankruptcy, or receivers under decree of any court, owning or controlling one or more establishments, as defined below.
2. **Establishment.**--Each plant of a firm in the United States (the 50 States, Puerto Rico, and the District of Columbia) in which men's and boys' worsted wool suits, suit-type jackets, and trousers are produced and all auxiliary facilities operated in conjunction with (whether or not physically separate from) such production facilities (e.g., shipping facilities and warehouses).
3. **Worsted wool fabrics.**--Woven fabrics, containing 85 percent or more by weight of worsted (combed) wool, suitable for use in making men's and boys' suits, suit-type jackets, and trousers. The fabrics are reported in the Harmonized Tariff Schedule of the United States under heading 9902.51.11 (having average fiber diameters greater than 18.5 microns) and heading 9902.51.12 (having average fiber diameters of 18.5 microns or less).
4. **Men's and boys' tailored clothing.**--Includes **suits** (and tuxedos), **suit-type jackets** (blazers and sport coats), and **trousers** made from worsted wool fabrics. Also includes tailored commercial uniforms made from such fabrics (e.g., uniforms worn by airline, hotel, and public safety personnel). Does **not** include uniforms for the U.S. military.
5. **Average production capacity.**--The total quantity of men's and boys' worsted wool tailored clothing that your U.S. establishment(s) could have produced within the framework of a realistic work schedule during the specified periods, assuming sufficient availability of inputs to operate the machinery and equipment in place, normal downtime, and a typical product mix.
6. **Production.**--The total quantity of men's and boys' worsted wool tailored clothing actually produced in your U.S. establishment(s), including production performed on contract for other firms that supply the raw materials.
7. **U.S. commercial shipments.**--Shipments of men's and boys' tailored clothing produced in your U.S. establishment(s) and your shipments of men's and boys' tailored clothing produced by other firms on a contract basis. Commercial shipments exclude shipments to U.S. military, and transfers to related firms and for internal use. Shipment quantities.--Quantities reported should be net of returns. Shipment values.--Values reported should be net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. producing establishment(s).

DEFINITIONS --continued

7. **Purchases.**—Purchases of worsted wool fabrics for use in men's and boys' tailored clothing from all sources, including (unless otherwise indicated) direct imports from foreign producers. Purchase quantities reported should be net of returns. Purchase values.--Values reported should be net values (i.e., gross purchase values less all discounts, allowances, rebates, and the value of returned goods), delivered to your U.S. receiving point.
8. **Imports.**—Worsted wool fabrics identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered). Import quantities.--Quantities reported should be net of returns. Import values.--Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Commission at the address on the front page of this questionnaire.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Please provide a point of contact for inquiries following submission of this questionnaire.

Name and title: _____

Phone: _____ Fax: _____ E-mail: _____

- I-3. Provide the name and address of establishment(s) covered by this questionnaire. If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, whether domestic or foreign, engaged in the importation of worsted wool fabrics into the United States or the production of worsted wool fabrics?

☐ No ☐ Yes--List the following information.

Firm name

Address

Affiliation

- I-6. Please indicate whether your firm has experienced any relocations, expansions, acquisitions, closures, consolidations, prolonged shutdowns, or any other change in the character of its operations or organization relating to men's and boys' worsted wool suits, suit-type jackets, and trousers since January 1, 2003, and whether your firm has planned any changes for the remainder of 2004 that will significantly affect these operations.

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II -- WORSTED WOOL SUIT, SUIT-TYPE JACKET, AND TROUSER PRODUCTION

- II-1. How would you describe the financial health of your company? If available, please submit the most recent annual report and check the box below.

☐ Annual Report enclosed.

- II-2. Has the demand for men's and boys' worsted wool suits, suit-type jackets, and trousers produced by your firm changed since January 1, 2003?

☐ No ☐ Yes--Please indicate the direction of change and identify the major factors that have contributed to this change. Describe the ways in which this change has affected your firm's purchases of worsted wool fabric having an average fiber diameter of 18.5 microns or less and fabric having an average fiber diameter greater than 18.5 microns.

- II-3. What percentage share of purchased fabrics, domestic and imported, does your firm use in production of commercial uniforms (e.g., uniforms worn by airline, hotel, and public safety personnel)?

Domestic: _____% Imported: _____%

PART II-- WORSTED WOOL SUIT, SUIT-TYPE JACKET, AND TROUSER PRODUCTION--
Continued

- II-4. In the following table please report your firm's production capacity and production for men's and boys' suits, suit-type jackets, and trousers made with worsted wool fabrics containing 85 percent or more by weight of wool **cut AND sewn in U.S. establishment(s)** for the specified periods. If the information requested is not readily available from your records, please provide carefully prepared estimates (designated by the letter "E").

Please see pages 3 and 4 for definitions of terms used in table.

(Please report quantities in actual units¹)

Item	Calendar year 2003	January- March 2003	January- March 2004
AVERAGE PRODUCTION CAPACITY FOR ALL MEN'S AND BOYS' WORSTED WOOL SUITS, SUIT-TYPE JACKETS, AND TROUSERS			
PRODUCTION IN YOUR FIRM'S U.S. ESTABLISHMENTS USING PURCHASED FABRICS:			
Suits:			
18.5 microns or less			
Greater than 18.5 microns			
Suit-type jackets:			
18.5 microns or less			
Greater than 18.5 microns			
Trousers:			
18.5 microns or less			
Greater than 18.5 microns			
PRODUCTION CONTRACTED OUT TO OTHER U.S. FIRMS USING FABRICS PURCHASED BY YOUR FIRM:			
Suits:			
18.5 microns or less			
Greater than 18.5 microns			
Suit-type jackets:			
18.5 microns or less			
Greater than 18.5 microns			
Trousers:			
18.5 microns or less			
Greater than 18.5 microns			

¹ When reporting quantities, please count each suit as two units and suit-type jackets and trousers as one unit each.

PART II--WORSTED WOOL SUIT, SUIT-TYPE JACKET, AND TROUSER PRODUCTION--Continued

<i>II-4--continued</i>			
CONTRACT PRODUCTION FOR OTHER FIRMS IN YOUR U.S. ESTABLISHMENTS USING FABRICS OWNED BY OTHERS:			
Suits:			
18.5 microns or less			
Greater than 18.5 microns			
Suit-type jackets:			
18.5 microns or less			
Greater than 18.5 microns			
Trousers:			
18.5 microns or less			
Greater than 18.5 microns			

II-5. Has your overall production of these apparel items increased or decreased from 2002 levels? Please describe any noticeable increases or decreases in your production of specific types of products.

II-6. If you provided data in table II-4, indicating that your firm contracts out production of men's and boys' tailored clothing, please list the companies and their locations (city and state) with which you contract such production?

Item	Calendar year 2003		January-March 2003		January-March 2004	
	Quantity	Value	Quantity	Value	Quantity	Value
	<i>linear yards</i>	<i>dollars</i>	<i>linear yards</i>	<i>dollars</i>	<i>linear yards</i>	<i>dollars</i>
TOTAL PURCHASES						
18.5 microns or less						
Greater than 18.5 microns . .						
Purchases from U.S. producers:						
18.5 microns or less						
Greater than 18.5 microns . .						
Direct imports:						
18.5 microns or less						
Greater than 18.5 microns . .						
Purchases from other sources:						
18.5 microns or less						
Greater than 18.5 microns . .						
Of your "purchases from other sources," please estimate the percentage that is imported: _____						

PART III.--MARKET FACTORS AND PRICING--Continued

- III-2. Please describe how the prices of the worsted wool fabrics your firm purchased in 2003 through March 2004 (both from domestic and foreign fabric producers) may have changed since 2002. (Please include in your discussion the factors which have most affected any changes in prices.)

Fabrics 18.5 microns or less:

Fabrics greater than 18.5 microns or less:

- III-3. Does your firm purchase worsted wool fabrics for the production of men's and boys' tailored clothing which is produced offshore and enters the United States under preferential tariff and quota treatment programs, such as the production sharing provisions of Chapter 98 of the Harmonized Tariff Schedule (formerly the "807" tariff provision) and the CBTPA?

☐ No

☐ Yes

If yes, please indicate your firm's total purchases of worsted wool fabrics used in these preferential treatment programs during calendar year 2003, and the percentage share of these purchased fabrics accounted for by fine-micron fabrics (18.5 microns or less):

_____ linear yards ¹	_____ % fine-micron fabrics
¹ This data should not be included in your firm's production data reported in section II-4 or purchase data reported in section III-1.	

- III-4. Since January 1, 2003, has your firm attempted to purchase worsted wool fabric from domestic producers, but found they were unable to meet your firm's needs in a way that affected your ability to fulfill the market demand for men's and boys' tailored clothing?

☐ No

☐ Yes

Please provide specific examples: _____

PART III.--MARKET FACTORS AND PRICING--Continued

III-5A. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase worsted wool fabric for any one order (examples include lowest price, availability, styles available, custom options, product range, flexibility in lot sizes).

1. _____

2. _____

3. _____

Other factors or comments:

III-5B. For each of the factors you listed for III-5A., how do the worsted wool fabrics produced by U.S. producers compare with fabrics produced by your top 3 major foreign suppliers (please list the foreign suppliers)?

For fabrics 18.5 microns or less:

For fabrics greater than 18.5 microns:

PART III.—MARKET FACTORS AND PRICING--Continued

III-6A. Since January 1, 2003, have U.S. producers changed their ability to meet your firm's needs in terms of the following factors:

	YES	NO	If yes, please explain
Price	<input type="checkbox"/>	<input type="checkbox"/>	_____
Availability of fabric	<input type="checkbox"/>	<input type="checkbox"/>	_____
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	_____
Ability to reorder	<input type="checkbox"/>	<input type="checkbox"/>	_____
Variety of styles available	<input type="checkbox"/>	<input type="checkbox"/>	_____
Custom options	<input type="checkbox"/>	<input type="checkbox"/>	_____
Flexibility in lot sizes	<input type="checkbox"/>	<input type="checkbox"/>	_____
Minimum order requirements	<input type="checkbox"/>	<input type="checkbox"/>	_____
Flexibility in lead times	<input type="checkbox"/>	<input type="checkbox"/>	_____
Fabric quality and consistency ...	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	_____
_____	<input type="checkbox"/>	<input type="checkbox"/>	_____

Remarks:

III-6B. In general, have U.S. producers, changed their ability to meet your firm's needs in terms of the above factors since 2002? Please discuss.

PART III.—MARKET FACTORS AND PRICING--Continued

- III-7. Since January 1, 2003, if you purchased imported worsted wool fabric although a comparable domestic product was available at a lower price, please explain your reasons for doing so (please specify by country, including the United States and foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, or reliability of supply.

- III-8. If you have changed suppliers since January 1, 2003, please list the supplier and the country in which the supplier is based, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

Supplier and country	Added/dropped/increased/reduced	18.5 microns or less/ 18.5 microns or greater	Reason

- III-9. Please indicate the retail price points at which men's worsted wool suits made in your firm's U.S. establishments are sold. If multiple price points are applicable, estimate the share of your firm's suits represented at each price point.

- ☐ Less than \$400 _____% of total
- ☐ \$400 to \$699 _____% of total
- ☐ \$700 or more _____% of total

PART III.--MARKET FACTORS AND PRICING--Continued

III-10. In the table below, please provide information on your firm's 5 largest suppliers of worsted wool fabric containing 85 percent or more by weight of wool purchased in 2003 through March 2004. Please provide the name and telephone number of a contact person and the share of your purchases from each supplier having average fiber diameters of 18.5 microns or less.

No.	Supplier's name	Contact person	Area code and telephone number	18.5 microns or less, share of purchases of worsted fabric
1				
2				
3				
4				
5				

III-11. If you did not identify any domestic suppliers in question III-10, do you purchase any U.S. produced worsted wool fabrics of 85 percent or more of wool? If so, please indicate the supplier(s).

III-12. How would increases in the tariff rate quotas governing imports of the subject worsted wool fabrics affect your firm's business?

For fabrics 18.5 microns or less: _____

For fabrics greater than 18.5 microns: _____

[illegible]

PART III.--MARKET FACTORS AND PRICING--Continued